

Questions and Answers

RFP#ICTEC-StartupCityCahul-2021-019: Consulting Services to Support B2B Startup Development: Acceleration Program Implementation in Moldova (5 Lots)

1. (RFP)«Evidence of acceleration/incubation program developed and key results»: what kind of evidence will be acceptable?

Answer: As examples, the following documents may be accepted: Portfolio of implemented similar programs with links for open calls for applicants launched by the offeror or /short description of programs, + agreements with startups within similar programs, reports on implemented programs (reports to donors if donor financed), success stories published on official media sources of supported startups, reviews and feedbacks on offeror's programs from startupper, proof of registration of accelerated/incubated startups, and other.)

2. (RFP)«Evidence of investments in accelerated startups facilitated by the team»: what is it supposed to be?

Answer: Information on the investment amounts (your own + plus attracted from other partners, if is applicable), in certain startups, relevant contracts or agreements, NDAs.

3. If we have several entities in different jurisdictions. The Russian one has the biggest experience from a legal point of view. Could we apply from our European entity but include the whole experience of the team?

Answer: Yes, you can apply with European entity including the whole experience, provided you include the information how is the entity registered in Russia linked to the entity registered in Europe.

4. (RFP)«8. provide access to investors/business angels and demonstrate the clear growth path of the selected startups after their acceleration period»: are we supposed to invest from the Contract's budget? Is any investment fund supposed to be involved? Do you have this kind of partner for this accelerator program? Can we expect any support from TEKWILL to access and to involve the local investors and business-angels?

Answer: The offer for this RFP shall only include the costs as specified in the Form F: the price for deliverables which at the same time represents the professional fees team +program administration costs. Investments in startups shall not be included in the offer.

Definitely we have our network of investors and business-angels that may be involved. Still, the offeror is expected to involve its own network of investors and business angels to ensure startups growth opportunities after acceleration.

5. Is that mandatory to make a final list of the experts at a time of applying? Or can we update the list during the period of program's realisation?

Answer: A tentative list is mandatory, but we understand that it might be updated during the implementation of the program.

6. How is the payment by contract organised? Is that a prepayment, post-payment, 50/50?

Answer: The payments are processed per deliverables, post-reporting. It also depends on the lots an offeror applies for/is awarded the contract. Kindly note that we have 5 Lots financed from 2 Projects and respectively 2 Donors. Thus, payments for several deliverables under different Lots might be grouped into installments.

7. Form E: Authorized Negotiators. Should the listed personalities have any specific basis to hold negotiations (power of attorney, any other legal background)? Should it be CEO or other top-managers or is it up to us to decide?

Answer: It should be an official representative of the offeror. The offeror is free to assign a key responsible person.

8. (RFP)«Company's / organization's profile with a focus on information regarding similar experience in implementing entrepreneurship/startup/accelerator programs (include a list of similar activities), experience with donor organizations» (H.1.): do you mean the company's short characteristics?

Answer: Company's short presentation mentioning its relevant experience: the portfolio of entrepreneurship/startup/accelerator programs, partnerships, collaborations with donors by grants or tenders.

9. (RFP) H.1 Technical Offer: «Timeline»: what do you mean exactly?

Answer: The roadmap of implementation this RFP: PR campaign, scouting participants, select participants, Acceleration, Demo Day, Evaluation, Reports.

10. (RFP) H.1 Technical Offer: «List of team members and their experience (CVs)»: do you mean the team of the company-offerer? Should the team be on the payroll? Do we need to attach their labor contracts?

Answer: List the relevant members of the implementing team - either it is permanent staff or service contract holder. Labor contracts are not needed.

11. (RFP) H.1 Technical Offer: «Other relevant documents»: what can it be?

Answer:

Ex 1. : In case of choosing one of Vertical Acceleration, some documents which reflect expertise in this field would be welcomed.

Ex. 2 : Any relevant research, reports that can demonstrate your understanding of tech entrepreneurship expertise and impact.

12. What kind of the listed support we can expect from TEKWILL:

a) posting in its social media according to the confirmed content-plan

Answer: yes

b) promotion of its posts on a paid basis

Answer: yes

c) posting / recommendations in relevant groups / communities

Answer: yes

d) publishing in local media / providing contacts

Answer: yes

e) providing of depersonalised data for targeting setup and mass-mailing (email addresses, phone numbers)

Answer: Just send directly from our side.

f) recommendations of local subcontractors to perform the campaign for the period of startups' registration

Answer: yes

g) consultations, experience sharing in terms of the previous similar events in order to make a new campaign more efficient

Answer: yes

13. Is that right that the startups can be not from Moldova but during the incubation they make a legal registration under Moldova jurisdiction? Any special (in)formal requests for the founders' citizenship?

Answer: Legal registration is not mandatory, but startup founders must be Moldovan citizens.

14. Can the participants be citizens of Moldova but live abroad?

Answer: yes

15. What was the conversion funnel during the previous programs? What channels were used? Did you manage to meet the goals?

Answer: Each program is different, thus it depends on the program.

16. RPF – page 5; Section 2 – 2.2 Delivery Requirements

“The delivery location for the items described in this RFP is MD-2045, str. Studentilor 9/11, Chisinau, Moldova.” - Does this mean that the programs need to be delivered and implemented physically in Moldova or did I just misunderstood

this interpretation, please?

Answer: This is the official address of ATIC, Tekwill project premises. Programs might be implemented remotely, but the mentioned ATIC facility may be considered for offline activities related to the implementation of the program.

17. When is the expected date of the final decision on the winning/awarded entities?

Answer: The evaluation of offers and the decision on tender winners (including donor approval) is usually finalized within 1-1.5 months (in rare cases 2 months) from tender deadline closure.

DISCLAIMER: Proposals submitted by bidders under ATIC tenders are confidential. All the information confidential for the proposer, shared with ATIC via its proposal will not be disclosed by ATIC and will be used for the purpose of tender evaluation only.